



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO NETWORK OF INVESTMENT AND  
TECHNOLOGY PROMOTION OFFICES

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GERMANY

# UNIDO INVESTMENT AND TECHNOLOGY PROMOTION OFFICE (ITPO) in GERMANY





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PROGRESS REPORT AS OF 31.12.2017



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



SUSTAINABLE DEVELOPMENT  
INDUSTRY, INNOVATION AND INFRASTRUCTURE

WORLDWIDE NETWORK OF **ITPO**  
INVESTMENT AND TRADE PROMOTION OFFICES



UNITED NATIONS  
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# Foreword

Dear Stakeholders,

It is my great pleasure to greet you as the Head of UNIDO ITPO Germany, since my appointment in April 2017 and the inauguration of the Office in May 2017.

The ITPO was established with the support of the Federal Ministry for Economic Cooperation and Development and the Federal Ministry of Foreign Affairs. ITPO Germany, located on the UN-Campus in Bonn, was founded under an agreement concluded between UNIDO and the Government of Germany and is one of nine ITPOs worldwide.

Since the inception phase began, many contacts have been established by ITPO Germany with German SMEs and relevant business and industrial associations. The Office also helped organize a Sino-German Forum on “New partnerships for sustainable development: Sino-German trilateral and private sector cooperation”.

For 2017 and the following years, Germany has placed a special focus on Africa. One priority on the Agenda for the G20 Presidency was a “Compact with Africa”. The Federal Minister for Economic Cooperation and Development, Mr. Gerd Mueller, has presented a proposal: the “Marshall Plan with Africa”, which provides a new outline for an integrated overall approach to Germany’s cooperation with the continent. The document presents the way forward in developing this new partnership – politically, culturally, economically and in terms of peace and security.

Africa is a continent of opportunity and growth. By 2035, Africa will have the largest potential workforce in the world. As many as 400 million Africans are already part of the middle-class. However, Germany has 400,000 companies, and less than 1,000 of them are active in Africa! Germany’s trade with the African continent only accounts for two per cent of foreign trade. Direct investment on a larger scale only goes to 13 countries. This accounts for about one per cent of German foreign direct investment. That has to change!

We need a paradigm shift, a new dimension of cooperation – the African Union has already realized this. In its Agenda 2063, it has presented an ambitious vision: good governance, efforts against corruption, investment in education, and empowerment of women.

During the coming years, ITPO Germany will encourage German companies to actively participate in sharing their technologies and processes to improve the know-how and learning capabilities of industrialists in Africa, within the context of the “Compact with Africa”. Africa needs jobs for its young generation. And for their jobs, we need more private investments.

Goal 9 of the 2030 Agenda for Sustainable Development – a key priority of UNIDO and of ITPO Germany – recognizes the centrality of industrialization for development. For many in Asia, Africa and Latin America, industrial policies and strategies play a key role in their long term visions to become emerging economies and tackle the creation of decent jobs and shared prosperity. The linkage between Industrialization

and job creation has been clearly established in many national development strategies.

The worldwide dimension of environmental problems has become, in the meantime, recognized and undisputed. The incentives for cooperation in terms of environmental protection, as well as in terms of economic developments, will grow in the coming years. Worldwide, new environmental awareness has taken root, with new environmental standards being established almost daily, not only in industrialized countries, but also in many developing nations as well. Environmental protection laws, which companies have ignored for years, are being enforced more stringently. Governments are coming to the realization that pollution, deforestation and other byproducts of unregulated economic activity are creating more problems than progress. As with most problems, the best solution is prevention.

Although three decades of rapid industrialization and growth have left many countries with huge pollution problems, they also have substantial cash reserves to invest in solutions. Environmental restrictions and costs are inevitable. Companies that are not prepared will not be able to meet these regulations and their businesses will suffer. But often, firms are too small to invest in the anti-pollution measures now required. We must address the question of how industrialized countries can best help developing countries cope with their own environmental problems. Such assistance must be aimed at supporting self-help efforts by the developing world to strike a balance between economic development and environmental protection. However, developing countries are expected to have difficulties dealing with these problems – difficulties that may be more serious than those encountered by industrial nations. It is essential that environment-related aid be included in economic assistance and industrialization support. It is very important that environmental aid projects be executed in such a way that they produce substantive results.

Companies in Germany and other industrialized countries can provide much-needed expertise and technology to firms in developing countries to tackle some of these issues. The prevention of air pollution, the treatment of drinking water, the purification of waste water, the protection of water, the sanitation of the soil, the eradication of waste, noise abatement, rational and environmentally conciliatory generation of energy alternative technologies, measuring and regulating technology for environmental protection system, nature conservation, environmental consultation – these are the spheres of business and experience of the numerous, lager-sized, medium-sized and small-sized enterprises of Germany. German technologies for preventing new pollution and cleaning up existing problems could certainly be of great use.

My main duty as Head of ITPO Germany is to capitalize on UNIDO’s worldwide Network of ITPOs to open up opportunities for small-and medium-sized companies in Germany, helping them to find potential partners in developing countries and emerging countries.

Peter Failer

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**UNIDO** and  
**ITPO Germany**





# UNIDO at a glance

The United Nations Industrial Development Organization (UNIDO) is the specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization and environmental sustainability.

The mission of UNIDO, as described in the Lima Declaration adopted at the fifteenth session of the UNIDO General Conference in 2013, is to promote and accelerate inclusive and sustainable industrial development (ISID) in Member States.

The relevance of ISID as an integrated approach to all three pillars of sustainable development is recognized by the recently adopted 2030 Agenda for Sustainable Development and the related Sustainable Development Goals (SDGs), which will frame United Nations and country efforts towards sustainable development in the next fifteen years. UNIDO's mandate is fully recognized in SDG-9, which calls to "Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation." The relevance of ISID, however, applies in greater or lesser extent to all SDGs.

Accordingly, the Organization's programmatic focus is structured in four strategic priorities:

- » Creating shared prosperity
- » Advancing economic competitiveness
- » Safeguarding the environment
- » Strengthening knowledge and institutions

Each of these programmatic fields of activity contains a number of individual programmes, which are implemented in a holistic manner to achieve effective outcomes and impacts through UNIDO's four enabling functions:



(i) technical cooperation;



(ii) analytical and research functions and policy advisory services;



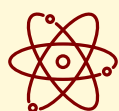
(iii) normative functions and standards and quality-related activities; and



(iv) convening and partnerships for knowledge transfer, networking and industrial cooperation.

In carrying out the core requirements of its mission, UNIDO has considerably increased its technical services over the past ten years. At the same time, it has also substantially increased its mobilization of financial resources, testifying to the growing international recognition of the Organization as an effective provider of catalytic industrial development services.





## UNIDO Network of ITPOs

Investment and technology are key drivers of economic transformation. Both national and foreign investment strengthen inclusive and sustainable industrial development, leading to increased productivity and competitiveness, as it infuses capital and disseminates innovative technologies and know-how. Investment and technology can thus boost employment and generate income. To bridge global investment and technology gaps, UNIDO established its first Investment Promotion Services (IPSs) in 1976. The IPSs would later evolve into the UNIDO Network of Investment and Technology Promotion Offices (ITPOs).

UNIDO's ITPOs are strategically located in both hemispheres, and promote investment and technology flows between investors and technology suppliers in their host countries as well as for potential partners in developing countries. The ITPOs provide support, advisory and technical services to enterprises and business development organizations. The UNIDO ITPO Network has contributed to reducing development imbalances by brokering investment and technology agreements between developed, developing countries and countries with economies in transition.

The UNIDO ITPO Network falls under the mandate of the UNIDO Department of Trade, Investment and Innovation (TII) – to support countries in their efforts to develop the potential of the manufacturing sector to drive socio-economic progress through trade, investment and innovation.

### UNIDO ITPO NETWORK

Currently, 9 ITPOs operate throughout the world:

**ITPO Bahrain** (established in 1995)

**ITPO China** (Beijing) (established in 1989)

**ITPO China** (Shanghai) (established in 2001)

**ITPO Italy** (established in 1985)

**ITPO Japan** (established in 1980)

**CIIC Russian Federation** (established in 1989)

**ITPO Republic of Korea** (established in 1987)

**ITPO Nigeria** (established in 2015)

**ITPO Germany** (established in 2017)







## Background of UNIDO ITPO Germany

With the new global development policy of the United Nations – the 2030 Agenda for Sustainable Development, including the integral Addis Ababa Action Agenda on financing for development and the Paris Agreement deriving from COP21 – matters related to industrialization and related policy concerns returned to the forefront of international development thinking. Today, it is widely acknowledged that without strong and constructive partnerships with industries, and without technology cooperation and facilitation, none of the global development goals will be achievable.

In this context, UNIDO and the German Federal Government discussed the potential benefits that could derive from a stronger institutional setting, allowing for intensifying partnerships with German industries and utilization of related technological abilities in the implementation of the 2030 Agenda. To address this issue, UNIDO held several consultations with the German Federal Ministry for Economic Cooperation and Development (BMZ), and together, the two parties proposed to establish a UNIDO Investment and

Technology Promotion Office (ITPO) in Bonn as an integral part of UNIDO's global ITPO network and the UN Campus in Bonn.

The project contributes to the inclusive and sustainable industrial development and economic growth of developing countries and countries with economies in transition by identifying and mobilizing technical, financial, managerial, sustainable and other resources from Germany for the implementation of industrial investment and technology partnerships, for the benefit of these countries.

The first step for the establishment of UNIDO ITPO Germany was signature of the Agreement between UNIDO and the Government of Federal Republic of Germany which was concluded on 21 November 2016 in Vienna during the celebration of UNIDO 50<sup>th</sup> Anniversary.

Upon completion of the domestic formalities, the agreement entered into force on 20 June 2017.







## Establishment of UNIDO ITPO Germany

Between January and February 2017, the physical set-up and refurbishment of the office took place through communication with Federal Ministry of Foreign Affairs which agreed to provide premises, office space, equipment and other required office supplies to make the ITPO fully operational.

In parallel, UNIDO began discussing hosting of the ITPO within the United Nations Volunteers Programme Headquarters (UNV) with UNV whereby the status, property, funds and assets, as well as its representatives, officials, and experts on mission, would be regulated by the provisions of the agreement between the Federal Republic of Germany and the United Nations concerning the Headquarters of the United Nations Volunteers Programme concluded on 10 November 1995. To this effect, UNIDO agreed to sign an MOU “Governing the Occupancy and Use of the UN Premises in Bonn”; the document was signed by UNIDO Director General on 18 September 2017.

Meanwhile, UNIDO undertook all required actions to recruit the rest of the team by finalizing Job Descriptions, advertising through local press as well as BMZ and UNIDO website, the positions of administrative assistant and office assistant. Following the review of the applications, interviews were held with the shortlisted candidates. The recruitment of the selected candidates was finalized in the second half of 2017. The Administrative Assistant assumed her function on 1 October 2017. The Office Assistant will report on duty in January 2018.

The two positions for Investment and Technology Promotion Experts were also advertised twice through BMZ UNIDO website and other local sources between July and September 2017. The applications have been reviewed and candidates were shortlisted. The interview process will take place in January 2018.

Finally, the Federal Ministry of Foreign Affairs agreed to fund a Junior Professional Officer whose duties will be especially dedicated to fully support the activities of ITPO Germany. He/she will be placed in Department of Trade, Investment and Innovation at UNIDO Headquarters (in ITPO Coordination) to ensure smooth interaction of ITPO Germany with other UNIDO technical services and with other ITPOs based in other locations worldwide. The JPO applicants have been already interviewed by BMZ and MOFA, and communicated to UNIDO Human Resources Management. The second round of interviews will take place in early 2018.



## Staffing of UNIDO ITPO Germany

In consultation with Federal Ministry for Economic Cooperation and Development (BMZ), UNIDO appointed the Head of ITPO Germany who assumed his function on 1 April 2017.





# 2 Highlights **2017**





## ITPO Heads meeting, Manama, Bahrain

2<sup>nd</sup> – 5<sup>th</sup> April 2017 - The ITPO Heads' Meeting is held annually or biennially in order to discuss the strategy of the ITPO Network and explore opportunities for cooperation and synergies among the network and with other UNIDO services and departments. It affords the ITPO Head and other staff members the opportunity to exchange views on challenges and bottlenecks faced, identify common solutions and discuss any other relevant matters for the year to come. This year, the Meeting was hosted by ITPO Bahrain, Manama.

During the deliberations, H.E. Sheikh Ebrahim Bin Khalifa Al-Khalifa commended UNIDO and ITPO Bahrain for the valuable support provided to entrepreneurs in Bahrain and worldwide. He thanked the UNIDO and ITPO Bahrain for their collaboration with the Ministry of Finance on the Entrepreneurship Development and Investment Promotion Programme (EDIP).

During a meeting with the Ministry of Industry and Commerce of Bahrain, the Undersecretary for Industry Affairs of the Ministry of Industry and Commerce of Bahrain, Mr. Osama Mohamed Al Arrayedh, thanked UNIDO and ITPO Bahrain for more than 20 years of fruitful collaboration and highlighted their importance in the organization of the Global Entrepreneurs Forum, held for the first time in 2015. This year, the Global Entrepreneurs Investment Forum will be held from 8-9 November in Manama, in conjunction with the Invest Bahrain Forum. The Undersecretary requested UNIDO's support to organize the Invest Bahrain Forum and UNIDO agreed to promote the event through its ITPO Network.

Mr. Bernardo Calzadilla-Sarmiento delivered a presentation on TII's overall strategy and on the ways in which the ITPO network can be further integrated within this strategy. He also highlighted the importance of aligning the ITPO Network with UNIDO's Programme for Country Partnership (PCP) and of utilizing the Network to achieve the SDGs, and SDG 9, in particular.

Heads and Representatives of other ITPOs delivered presentations on their respective ITPOs achievement in 2016 and upcoming programmes and events for 2017, ITPO Germany with special focus on the "Marshall Plan" with Africa and the "Concept with Africa".

The UNIDO delegation was also provided the opportunity to visit ITPO Bahrain project sites, including the Bahrain Agricultural Growth Pole BAGP. BAGP is an agricultural incubator which provides capacity building services to local and regional entrepreneurs, supports research facilities and universities, and provides private sector consulting services, among other activities. UNIDO, through ITPO Bahrain provides technical services through its EDIP Programme to BAGP.

In addition to visiting the BAGP, the delegation also visited another UNIDO Partner site, the Bahrain Businesswomen's Society, which was established to promote economic and social relations between businesswomen in Bahrain. ITPO Bahrain is a close partner with the Bahrain Businesswomen's Society, and during the visit, Sheika Mariam Bin Hamad Alkhalifa, Vice President of the Society, thanked UNIDO and ITPO Bahrain for the continuous support and collaboration.





## Meeting with the Permanent Mission Germany & Briefing at UNIDO

9<sup>th</sup> – 13<sup>th</sup> April 2017 - A briefing at the Permanent Mission Germany, H.E. Ambassador Däuble and Mr. Schmidt-Edinger, 1<sup>st</sup> Secretary, about the present situation UN system with special regard to UNIDO, the opening ceremony of the ITPO on 3<sup>rd</sup> May 2017 at UN Campus Bonn took place. The Introduction in UNIDO's main tasks of ITPOs worldwide and the expectations through Ms. Lucia Cartini were discussed. The following bilaterals took place and meetings held:

- » A meeting with Mr. Stefan Kratzsch and Mr. Brian Portelli; CBI, CIPPI (Service Enterprise), Iran (Isfahan), Iraq (Basra), Investment Promotion Programme, Programme of DG Li's visit to Hannover Fair Industry, other related programmes during the fair;
- » A meeting with Mr. Alastair West, Business Plan Coordinator – PMPA, and Mr. Wilko von Kluchnetzer, Associate Pharmaceutical Expert;
- » A meeting with Mr. Philippe R. Scholtes on the subject VDMA;
- » Meetings and discussions on ITPO Germany with Peter Holzleitner (Team Leader, ECM) - Setup and introduction documents for UNIDO Field Offices and ITPOs, UNIDO ICT Services, recruitment of the staff for ITPO Germany,
- » Meeting with Mr. Jason Slater, Ms. Lucia Cartini and Ms. Claudia Groessing concerning the press conference in Bonn;
- » Meeting with Mr. Stanislaw Pigon (COMFAR Expert) and Ms. Lucia Cartini;
- » Debriefing at the Permanent Mission of Germany with H.E. Ambassador Däuble.
- » Preparation of the opening of ITPO Germany
- » Preparation of the ITPO inauguration on 3<sup>rd</sup> May 2017 in Bonn;
- » Procuring the instalment of IT equipment at the ITPO Bonn UN Campus; and meetings with colleagues and experts in charge at the UN Campus;
- » Meeting with staff at BMZ to discuss the issue on UNIDO and UNIDO related projects;
- » Meeting with Federal Minister Muller, Chief of Cabinet, Mr. A. Kottwitz and Division Chief Mr. P. Diroll in Bonn.





## Hannover Industrial Fair 2017

April 2017 - The Head of ITPO, also as member of UNIDO Delegation, has resumed the relationship with the Management of Deutsche Messe AG, which was established 1989 in his former capacity as Investment Promotion Expert for Asia and Pacific Region (UNIDO). He exchanges views on challenges at UNIDO ISID Stand, Chinese Stands etc. Meeting with Philipp Andree from the Association of German Chambers of Commerce and Industry (DIHK) and some Iranian CEOs, e.g. Heidar Shayegan (Gilsonite Mine owner & manufacturer of Petroleum products).

Attending and participating in Hanover Industrial Fair 2017: e.g. Iran Forum (Panel I: Infrastructure and Industry; Panel II: The Iranian automotive and transportation market). As member of the official UNIDO Delegation and in my capacity as the Head of the new ITPO Germany I had to leverage and expand the existing Network of contacts with Deutsche Messe AG, the German industrial associations and the private sector enterprises for future practical strategy development of the ITPO. Hanover Industrial Fair 2017 is the world's leading trade fair for industrial Technology with its core Focus on „Integrated Industry – Creating Value“ Industry 4.0.

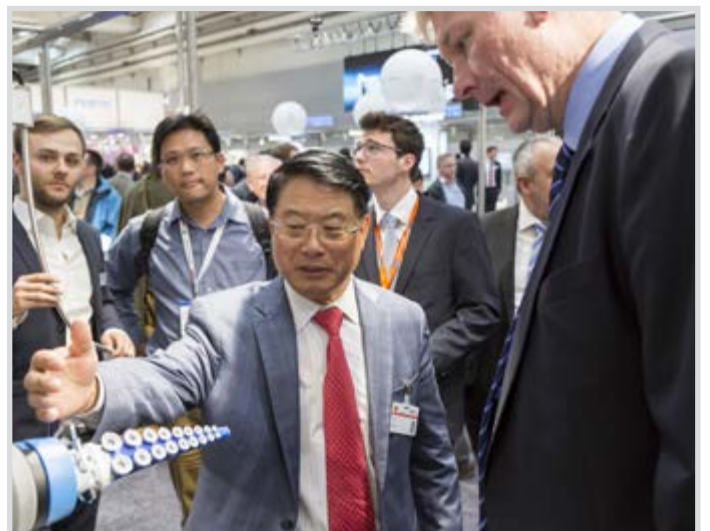
Price Award of Schwarzkopf-Foundation Young Europeans of the Year 2017 extended to Nozizwe Dube, Belgium, and

Harid Kusmic, Bosnia-Herzegowina, Emily O' Reilly, EU Representative of Civil Rights.

During the traditional annual reception 2017 of GIZ the new appointed Head of ITPO seized the opportunity to meet high ranking civil servants from the Federal Ministries, Management of GIZ and others.

During the „Mercator`s Roundtable“, the topics climate change (the role of Germany in Europe, China -and worldwide), global perspective initiative, SDG index, defense, diplomacy and development (ddd – USA), reduction of budgets (World Bank, regional banks, multilateral organizations), migration crisis, Marshall Plan of BMZ have been discussed, intensively.

Under the moderation of Wolf-Christian Ulrich (ZDF) two keynote speeches on „power of algorism/democracy in the digital era“, Dr. Sandro Gaycken, Director Digital Society Institute, European School of Management and Technology, Berlin, and on „Newest empiric study on users expectation and mechanism of desktop search engines“, Prof. Dr. Katharina Zweig, Computer Science, University of Kaiserslautern have been delivered.





## Official inauguration of the new UNIDO ITPO Germany in Bonn 3rd May 2017

The United Nations, together with Germany's Development Ministry, opened the Investment and Technology Promotion Office at the UN Campus in Bonn on 3<sup>rd</sup> May 2017.

UNIDO Director-General Li Yong personally attended the opening of the new bureau, along with Monique Barbut, UNCCD Secretary General, Federal Development Minister Gerd Müller and Bonn's Lord Mayor Ashok Sridharan, Peter Failer, Head of ITPO Germany and H.E. Ambassador Friedrich Däuble.

At the opening of the new office, German Development Minister Gerd Müller said, "Making economic growth in developing countries and emerging economies sustainable is essentially the new dimension we want to lend our development cooperation. Germany is a pioneer of innovative technical solutions in fields ranging from power, to environmental technology, to mobility".

UNIDO Director-General LI Yong said, "In collaboration with UNIDO's global ITPO Network, the office will open up opportunities for investors and technology suppliers in Germany and worldwide, helping them find potential

partners in developing countries and economies in transition and offering unique services to entrepreneurs and business institutions. The role of impact investment and sustainable technology is further highlighted in the 2030 Agenda for Sustainable Development, and especially in Sustainable Development Goal 9 that seeks to "build resilient infrastructure, promote sustainable industrialization and foster innovation." Accordingly, investment and technology are of utmost importance for UNIDO, and constitute the essence of the work of our ITPO Network".

Ashok-Alexander Sridharan, Mayor of the City of Bonn, noted, "As Mayor of Bonn, I am delighted to welcome the Investment and Technology Promotion Office of the United Nations Industrial Development Organization as the latest member of Bonn's UN family. Acting as the interface between the private sector and development cooperation, it is a perfect match for Bonn. Not only is Bonn the place where roughly twenty United Nations agencies are shaping sustainability, it is also the place where all threads of German development cooperation come together."





## Field visit China, Indonesia and Georgia with H.E. Gerd Müller, Federal Minister for Economic Cooperation and Development of Germany in Bonn 3rd May 2017

During the field visit, ITPO Germany Office participated in the following events and meetings:

- » Opening of the new established Sino-German Center for Sustainable Development between the Ministry of Commerce of the People's Republic of China (MOFCOM) and the Federal Ministry for Economic Cooperation and Development (BMZ) of the Federal Republic of Germany.
- » Meeting with Li Wei, President (Minister), and his DGs of DRC (Development Research Centre of the State Council of PRC);
- » Meeting with the new appointed MOFCOM Minister Zhong Shan and his DGs and DG Sun Chenghai, Trade Development Bureau;
- » Meeting with the new appointed Minister of Finance, Xiao Jie, and his DGs;
- » Meeting with the Lord Mayor of Qingdao, Mao Jun Xiang;
- » Visit to Pingdu Vocational Education Centre (Shandong Province);

- » Meeting with the Indonesian Minister for Planning, Prof. Dr. Bambang Brodjonegoro, signing a MOU, Vocational Training;
- » Visits of projects in Kalimantan (Borneo);
- » Meeting with the Prime Minister Giorgi Kvirikashvili and his Cabinet;
- » Meeting with Vice Prime Minister and Minister for Education and Science, Aleksandre Jejelava.
- » Visit to Vocational Training School Spectri;
- » Ceremonial act on the occasion of "25 Years German-Georgian Development Cooperation";
- » Briefing in the Chinese Embassy, Berlin, with Ambassador Shi Mingde.





Prepared by the Sino-German Commission on Development Cooperation, headed on the Chinese side by Yao Wenliang, Deputy Director General of the Department of International Trade and Economic Affairs, MOFCOM, and headed on the German side by Peter Failer, Director General International Development Policy at BMZ, the Center should provide support to the dialogue on development policy and foster a common understanding of principles, standards and international best practices in international policy, support China's efforts in implementing the 2030 Agenda for Sustainable Development in third countries as well as facilitate both countries' participation in global efforts to implement the 2030 Agenda for Sustainable Development. The Center shall provide a platform for information collection, project promotion, as well as comprehensive research and knowledge sharing.

In the framework of the Center and on the basis of the good cooperation of the past, both sides furthermore wish to strengthen the coordination for existing projects and activities, to jointly develop innovative projects in third countries according to the Chinese and German strategic development priorities and a regional and/or global focus, and to explore trilateral cooperation opportunities.

MOFCOM appointed the Trade Development Bureau (TDB) under MOFCOM and BMZ the GIZ as implementing agencies of the Center.

The Head of ITPO Germany invited ITPO Shanghai to the Ceremony at MOFCOM and on this occasion Ms Wang (ITPO Shanghai) became acquainted with MOFCOM Minister Zhong Shan.

Meeting with Minister Zhong Shan (MOFCOM): Minister Zhong mentioned the forthcoming Sino-German Government Negotiations in Berlin and the new model of triangle projects (China/Germany/African Countries), Silk Road strategy.

Minister Müller intended to have closer cooperation and exchange with China in the following fields and topics: nutrition economy, climate protection, development of triangle projects, waste water treatment, Agenda 2030.



Meeting with the newly appointed Minister of Finance, Mr. XIAO Jie: Minister XIAO underlined the common interests of China and Germany, which are the result of 45 years diplomatic relations between China and Germany. Minister Müller addressed the following topics: G20 summit Hamburg, G77, Sino-German Center for Sustainable Development, Africa, Silk Road, market access. Minister XIAO welcomed Chinese cooperation models with international organizations like UNIDO; according to XI Jinping “win-win cooperation”. He welcomed the establishment of the Sino-German Center for Sustainable Development, explicitly.

Meeting with Li Wei (President of DRC): Li Wei mentioned the long lasting (27 years) cooperation between China and Germany. He served as a personal assistant to ZHU Rongji (former Prime Minister of PRC) and he reminded of S. Lengl (State Secretary of BMZ), who introduced the German dual vocational training system countrywide in China. The following topics are of great importance for the Think Tank DRC: Reform of the market economy, urbanization, international cooperation with counterparts like international banks and international organizations. DRC has 30 projects (topic: trade) in the pipeline. DRC, according to Li Wei, expects 6.5% economic growth for PRC and PRC being the largest economy of the world in 2030. Both ministers appreciated XI Jinpings speech in N.Y. Minister Müller mentioned the new established UNIDO ITPO Germany: Both ministers agreed on concrete projects, which will be discussed among experts (DGs from DRC, BMZ, DIE, GIZ, ZNE, MOFCOM) at ITPO Germany (October 2017); realized in Munich (November 2017), finally.

During the visit of Pingdu Vocational Education Centre, Shandong Province, all interesting aspects e.g. planting, aquaculture, food processing industry were shown to the German delegation. Since 1990, the Centre has been implementing the “dual system” of vocational school model and it has become a bright point and the brand. It serves as a model, radiation, promoting the role of the national vocational education.

Field visit of the German Federal Minister for Economic Cooperation and Development and his Delegation to Berau, East Kalimantan, Indonesia: E.g. FORCLINE (Forest and Climate Change Programme) is a bilateral Programme of the Indonesian Ministry of Environment and Forestry (MoEF) and the German Ministry for Economic Cooperation and Development (BMZ). The Programme is composed of a technical cooperation module supported by GIZ and

a financial cooperation module by the KfW Development Bank. With FORCLINE, Germany supports Indonesia’s efforts to reduce greenhouse gas emissions from the forestry sector, to conserve forest biodiversity within the regional heart of Borneo initiative. The global GIZ Forest Governance Programme and the bilateral German-Indonesian Forest and Climate Change Programme have been working together since 2013 in Indonesia.

Meeting with the Prime Minister of Georgia and his cabinet: 300 German companies are engaged in Georgia, both countries will negotiate during the official bilateral “Government Negotiations” in August 2017 elements of the vocational education system (a new law on vocational training is in the preparation phase); as stated by the Vice Prime Minister and Minister of Education and Science: “Vocational Training is our main task”. When the Prime Minister of Georgia was mentioning the Frankfurter Buchmesse 2018 (Georgia will be the official Partner Country!), Federal Minister Müller was saying: “Let’s have in addition an investment forum for Georgian firms in Germany. UNIDO ITPO Germany has to organize this event, Mr. Failer.”

Background information to Georgia/UNIDO: The country is member of UNIDO since 1992; since 2013 UNIDO is part of the programme “Greening Economies in the Eastern Neighborhood”. UNIDO Country Programming Framework for inclusive and sustainable industrial development (ISID) in Georgia is still in the making process.





## Meeting with Agency AWE “Agentur für Wirtschaft & Entwicklung” Berlin

15<sup>th</sup> June 2017 – A first meeting to elaborate possible collaboration and MoU with AWE and ITPO Germany

The AWE, Agentur für Wirtschaft & Entwicklung, Agency for Business & Economic Development, has been founded by the Federal Ministry for Economic Cooperation and Development BMZ and is supported by DEG and GIZ. The Agency for Business & Economic Development is a key partner for German and European companies interested in investing or planning business ventures in developing countries and emerging economies. The Agency assists them in identifying suitable financing options and incentives, arranging local contacts and advises on project planning.

The Federal Ministry for Economic Cooperation and Development’s (BMZ) developPPP.de programme fosters the involvement of German and European companies interested in engaging at the point where business opportunities and development policy interests overlap, with the view to implementing pilot or investment support projects in

developing countries and emerging economies. These development partnerships enable private companies to cooperate with organizations such as the Deutsche Gesellschaft fuer Internationale Zusammenarbeit (GIZ) GmbH, DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH (DEG) and segna GmbH.

DEG provides support for private sector investment in emerging economies and developing countries. This can take a variety of forms, including equity participation or loans. As well as providing business and project financing, DEG offers investors years of experience and Know-how in implementing successful foreign investment projects. Through its programme “Up-Scaling”, the DEG finances pioneering investment by German and local SMEs in development countries during the start-up phase. DEG’s support services are tailored to businesses whose financing needs lie somewhere between microfinancing from KfW Development Bank and the classical finance provided by commercial banks.



## Meeting with VDMA Verband deutscher Maschinen und Anlagenbau – Germany’s capital goods industry association

23<sup>th</sup> May 2017 – Meetings with VDMA, Verband deutscher Maschinen und Anlagenbau and representatives of UNIDO Headquarters, Philippe Scholtes, and Yvonne Lokko, and the Head of UNIDO ITPO Germany. VDMA is a not for profit industry association representing the interests of the powerful capital goods industry in Germany. Its membership counts 3,200 enterprises. Within VDMA, the food processing and packaging machinery represents the largest, most global constituent with 500 enterprises exporting 85% of their output. VDMA signed on 11<sup>th</sup> September 2013 a Joint Declaration of Strategic Partnership with UNIDO and started working with UNDO PTC/AGR on the development of a centre of excellence for the maintenance of food processing and packaging equipment in East Africa. The rationale from the perspective of the German industry association was that several VDMA members had supplied food processing or packaging technology, or had otherwise invested in the East Africa region and a local facility offering maintenance and training services would support their operations. From UNIDO’s standpoint, it was an opportunity to partner with a powerful corporate ally to build capacities in that part of Africa. PTC/AGR and the Field Office in Kenya therefore contributed to the formulation of the project concept.

Based on a joint initiative in Kenya, the concept has evolved, and its practical implementation were discussed in some detail during a meeting on 14<sup>th</sup> July 2016; at that meeting, UNIDO had estimated at EUR 150,000 the cost of coordination activities in Kenya for the 24 months duration of the pilot project, which committing to the joint mobilization of funds towards the full scale project. During the discussion, UNIDO explained the expansion of its partnership programme with the private sector and how it supported its PCP strategy. It also highlighted the principle of sharing the costs of a PPP project in a way commensurate with the distribution of its expected benefits for the two parties. VDMA on its side retraced the history of the project and the protracted negotiations it went through with BMZ, GIZ, KfW and DEG until this agreement over a budget of EUR 1.6m. UNIDO ITPO Germany explained the position and expectations of BMZ with respect to the Germany’s Marshall Plan for Africa, the country’s G20 Presidency, and the triangular cooperation Germany-China-Africa. With respect to the latter item, Minister Mueller had visited China a week earlier and met with NDRC Minister LI Wei, with whom he had agreed to host a meeting with ITPO Germany in Munich in the coming months to discuss future cooperation.





## Introducing company **BRAUN Lighting Solutions**

16<sup>th</sup> June 2017 - The company **BRAUN Lighting Solutions** is a German leading enterprise for innovative, energy-efficient and maintenance-low LED products. The cooperation with the German-African Climate Change Integration Technology Institute, based in Berlin, is obvious (through the Nigerian Engineer Edward Forster). One of the 4 technology fields, in which the Institute offers education and training programmes

for participants from Germany, South America, Eastern and Western Europe and from various Asian countries, including China, is “solar energy for electricity (PV); the others are “solarthermics for warm water”, “wind energy for electricity” and “computer server administration for data security and fast communication”.



## Congress “**Neue Energie für Afrika**“ invitation of the Prime Minister of the State Rhineland-Palatinate

27<sup>th</sup> – 30<sup>th</sup> June 2017 - Participation in **Congress “Neue Energie für Afrika**“ upon official invitation of the Prime Minister of the State Rhineland-Palatinate to ITPO Germany and to the Prime Minister of Brandenburg to attend the annual reception of the State Government.

In this opening speech, Dr. Eckhard Ott, CEO of the DGRV, welcomed 13 ambassadors from African countries and a high ranking delegation from Mexico. The DGRV has 850 cooperative societies, which are engaged in renewable energy. “The so called Energiewende, Energy Change, in Germany is the motor for regional and local development”, said Dr. Ott.

Federal Minister Müller praised the German cooperative societies, 20 million members, as German’s most powerful organization, which has done ‘immaterial cultural work for the mankind’. More than half the population of Africa has no access to electricity. This problem particularly affects rural areas and the slums in major cities. Furthermore, Africa’s energy demand is going to carry on rising by 2040, it is likely to be 80% higher than it is today, said Müller, and “we should transform Africa into a green continent”. At the same time, Africa is the first continent that could be able to supply its energy needs entirely from renewable sources. Africa also had a broad basis for sustainable agricultural products and young population full of entrepreneurial spirit and innovative force. In Germany, there is already these energy cooperatives in which some 160,000 people are actively involved as members. They are the societal backbone of the energy transition. And over the next 5 years we want to “establish 100 people’s energy partnerships with Africa that communities and individuals from Germany can get involved in directly, support 8 African countries in creating a political and administrative framework for people’s energy

cooperatives, supply at least 500 other businesses (micro enterprises and SMEs) with green energy, further strengthen vocational education and training in the energy sector.

Minister Irene Muloni, Uganda, said: “Our continent Africa is provided with all, sunshine all the day, wind, fresh water (Victoria), biomass, hydro”. Uganda needs partnership and support from the private sector.

50 companies from Rhineland-Palatinate were present showcasing their products during the state’s official reception.

## **150th anniversary of the Canadian Confederation**

30th June 2017 - During the annual reception of the State Government of Brandenburg and the celebration of the 150th anniversary of Canadian Confederation, the Head of ITPO Germany has renewed and revived its contacts to the respective business community, to associations, administration and diplomacy.



## Africa Day hosted by German African Business Association

7<sup>th</sup> July 2017 - Participation in a Round Table “Deutschland, Afrika, China – Trilateral Cooperation & Business” within the so called “Africa Day” organized by African Business Association – Afrika Verein der deutschen Wirtschaft, DIHK, BMZ “Marshall-Plan with Africa”, Federal Ministry of Finance “Compact with Africa”, Ministry of Foreign Affairs, Ministry of Economics.

At the beginning of an extensive Round Table discussion the CEO of the African Business Association, Mr. Kannengiesser, noticed that to his greatest surprise so many participants from German companies and associations were present at this event. This Round Table was planned, so to speak on behalf of the German Government, said Mr. Kannengiesser.

Mainly the representatives of the Ministry of Finance, Ministry for Economic Cooperation and Development and Ministry of Foreign Affairs were talking about the two German concepts (“Compact with Africa” and “Marshall-Plan with Africa”).

The G20 Compact with Africa (CWA) Initiative is providing a framework for supporting private investment and higher provision of infrastructure in Africa, said Dr. Olbermann. Priority should be given to investment in infrastructure, which is critical to attract private investment, connect Africa’s regional markets and better integrate them into global value chains. Creating and seizing opportunities that lead to faster growth, more and better jobs and higher living standards will require a new approach to stimulating greater private and more efficient public investment. International cooperation is needed to avoid adverse cross-border spillover effects. Coordination could initially focus on small

steps, such as promoting transparency by publishing data on tax expenditures arising from tax incentives and country-by-country reporting on transfer prices.

The German Marshall Plan with Africa is an expression of Germany’s will to find a path to peace and development in the cooperation between Europe and Africa, said Dr. Oswald. There are two of the ten starting points for a Marshall Plan with Africa: Investment in Entrepreneurship: It’s not the government that will create all the long term employment opportunities that are needed, it’s the private sector.

Prioritizing jobs for young people: It is vital that Africa’s young people can see a future for themselves on the continent. The fact is, that the average age in Africa is 18. Soon Africa’s population will top 2 billion. That means that 20 million new jobs will be needed each year(!).

Dr. Oswald mentioned UNIDO ITPO Germany intended expert meeting on a new model of triangle cooperation (e.g. China/Germany/African Countries) for emerging countries (planned for October 2017, in Bonn). The undersigned explained in detail the forthcoming expert meeting.

During the after session talks, the Head of ITPO exchanged views and ideas of further cooperation possibilities in selected African countries. Probably there is a great potential of more than medium-sized German companies to invest in Africa. To implement the ideas and goals of the Marshall Plan with Africa and the Compact with Africa in practice should be seen as the top priority task of UNIDO ITPO Germany for the future.



## Introducing Infineon Technologies AG, ELPRO GmbH and GIP, Friedrichshagener Maschinenbau und Fördertechnik GmbH

10<sup>th</sup> – 14<sup>th</sup> July 2017 -Visit of company Infineon Technologies AG, ELPRO GmbH and GIP, Friedrichshagener Maschinenbau und Fördertechnik GmbH, July 2017 and meetings with the management and Directors

Since more than 20 years (in capacity of DDG, Bavarian Government, and DG, BMZ) the Head of ITPO Germany has long standing relations to Infineon Technologies AG, based in Bavaria and Saxony. With a number of 36 000 employees worldwide, Infineon is a leading and expanding company with domain fields “automotive electronics”, “cellular infrastructure”, “industrial electronics”, “security”. In the automotive segment the company develops semiconductor solutions for a wide range of applications. Industrial Power

Control specializes in the conversion of electric energy in the medium to high power range. Another field is the chip card & security: As a leading company, Infineon provides security technologies in the area of Internet.

The Director of the Liaison Office of Infineon Technologies AG in Berlin is Ms. Rosendahl. During our meeting we discussed Infineon’s engagement in Asia and Africa and arranged a soon visit to Infineon Headquarters in Munich/Ottobrunn. In the past, Ms. Rosendahl and DDG Failer have planned and organized the so called “Parlamentarische Abende” in the capital (invited high ranking guests from politics, economy, Ministries, local authorities, embassies etc.) on the premises of the Bavarian Representation.

## Introducing company ELPRO GmbH

Visit to ELPRO GmbH and GIP and meeting with CEO and owner of ELPRO GmbH and Managing Partner and owner of GIP Gesellschaft fuer medizinische Intensivpflege (domestic intensive health care), Mr. A.

Lelbach and the special representative of the management of ELPRO GmbH, Mr. L. Schulz. Both portfolio companies are controlled through Lelbach Holding GmbH.

The Lelbach Group employs 2 500 qualified employees (engineers, skilled workers, certified personnel), 95 % of whom are employed in Germany. The proportion of low-skilled employees is <1 %.

The ELPRO Group (Electrical Engineering/Energy Infrastructure) is an innovative, product- and group-independent manufacturer for energy and control technology segments and is one of the leading suppliers in these special markets in Germany.

GIP is a highly specialized, medical service company in the fields of residential intensive care with a focus on the care of respiratory patients. The company is active in Germany and Austria and exclusively employs qualified specialists.

Major Assignments in Romania: Project development in Romania since 2014, focusing on energy, agriculture, forestry and mineral processing.

Offices outside Germany are located in Moscow, Bucharest and Dubai. Africa is viewed as a strategic market with high potential.

The Lelbach Group is working on decentralized energy supply solutions, on desertification strategies and other promising projects for Africa (!): E.g. gas supply with LPG, mercury free gold processing, modular pre-manufactured hospitals. Possible African countries: Sudan, Chad, Niger.

## Friedrichshagener Maschinenbau und Fördertechnik GmbH

Meeting with the owner of Friedrichshagener Maschinenbau und Fördertechnik GmbH, Mr. H. Hillig: Unfortunately, no engagement and no investment in developing countries is planned. Although, Mr. Hillig achieved great success with his company in Germany, he is not willing to expand.



## Introducing company PNE WIND AG

11<sup>th</sup> August 2017 - Meeting with representatives of PNE WIND AG

An extensive separate meeting with the CEO of PNE WIND AG, Markus Lesser, followed by a meeting with the Chief Financial Officer (CFO), Jörg Klowat, with the Chief Operating Officer (COO), Kurt Stuerken and the CFO of WKN AG (PNE WIND Group), Gabriel J. Meurer were held at the sites of the company.

The PNE WIND Group is presently an internationally operating wind power pioneer from Germany and one of the most experienced developers of onshore and offshore wind farms. Obviously, the enterprise combines economic success with ecological responsibility and offers services covering the entire value added chain around with farms, ranging from the development, planning, realization and distribution to the operation of wind farms up to repowering - i.e. the replacement of older wind power turbines by new state-of-the-art equipment.

They develop high quality projects which meet international standards and allow for secure project financing at the international level. Project quality can be achieved by ensuring the forecast for the project schedule and the cost framework from the development to the start of operation.

They said, the effectiveness of the entire value added chain should be increased further in order to achieve a reduction of the project costs. Another objective is to develop new markets of the future in growing regions and countries,

such as Africa, and to optimize the entire value added chain, especially in the service area, i.e. the operational management of wind farms and transformer stations.

Germany has been the home market of the PNE WIND Group, where it has been rooted for more than 20 years and has an excellent market position. Increasingly, the company is using the specialist knowledge in international markets and is thereby also expanding his success into other countries. As a secure, efficient and environmentally friendly form of electricity generation, wind energy has become a topic of global significance. Today, commercial wind power plants are in operation in about 80 countries; the wind energy market is growing annually by 15 per cent on average.

The PNE WIND Group is currently represented in countries, from Central and South Europe, in Scandinavia and South Africa, and as far as North America. The Group exploits the opportunities of wind energy as an alternative source of energy worldwide either through JV with local partners or through his own subsidiary companies. The Group is willing to continue on this path of international expansion by monitoring developments in possible target markets. To date, the PNE WIND Group has already successfully developed wind farm projects with a total nominal output of approx. 2,200 MW in the countries in which it operates – a significant contribution to the global energy transition.



## **ELPRO, Internationaler Wirtschaftsrat, Interel-Deutschland GmbH, NALCO Water (an Ecolab Company), Residence of Chilean Ambassador**

19th - 20th September 2017 – Meeting with ELPRO, Internationaler Wirtschaftsrat, Interel-Deutschland GmbH, NALCO Water (an Ecolab Company), Residence of Chilean Ambassador

In close cooperation with Interel – Germany, NALCO Water, an Ecolab Company, is advising and educating industrialized and development countries in supporting innovation in water management. In a presentation, Mr. Klaus-Georg Gast, Managing Director of NALCO Water, showed NALCO Water perspective on policy opportunities to improve industrial water efficiency worldwide. Worldwide the cost of water insecurity to the global economy is estimated at US \$ 500 billion annually.

The customer is a multinational technology Company producing integrated technology. NALCO Water is committed to reducing the environmental impact of its operations, from cutting greenhouse gas emissions to minimizing water use to recycling and reusing materials. There is a case study, where Community Hospital Chain reduces energy by 2+million KWh and saves 2 million gallons of water.

Mr. Manuel Höller-Fam, Project Manager, Internationaler Wirtschaftsrat Berlin, German Association of international orientated companies within the country, is seeking contacts to UNIDO Headquarters and the new established ITPO Germany. We discussed the forthcoming “World Export Development Forum 2017 – Trade-A force for good: Include, Innovate, Integrate”, 25 – 26 October 2017, Budapest, Hungary (DG Li, UNIDO, is one of the speaker).

A full day discussion with CEO Lelbach of ELPRO GmbH has taken place at the CEO office of ELPRO Headquarters:

- » **Micro Mining (Pilot Project):** The goal is to establish Processing Centers for artisanal obtained gold ore, which are dust-free and without the use of mercury, and environmentally compatible to save the environment and protect workers from dust and mercury.

An average of 1 kg of mercury is normally required for every kg of gold. The small-scale farmers and the residents are exposed to considerable health risks, which will sometimes be recognized only after years.

The new technology is based on high tech grinding technology and gold processing by patented technology developed by University of Aachen, Germany. This technology grants gold output without application of mercury and other toxic substances e.g. Cyanide. This technology is approved and can draw on several references i.e. Mongolia and other countries.

- » **Implementation of integrated SIPS (Sahel Independent Power Solutions):** African countries own large water reserves contained in underground water reservoirs, which are not or barely used (e.g. Nubian Sandstone Aquifer, Gedaref, Disa, South-West, Baggara Basin). The qualified water supply will be secured by means of wells, tapping the underwater reservoirs. The company is planning to provide modern water drilling and wells technology, supervision experts, equipment to third parties.
- » **Idea for crowdfunding:** Lelbach Foundation makes an initial donation of 24.000 trees = 20ha, BMZ provides the intercrop farming activities, influencer promotion: Gift vouchers with 3, 5 or 12 trees can be purchased.

Meeting with the Ambassador of Chile, Patricio Pradel Elgueta, on the occasion of 207th Annual Anniversary of the independence of Chile. Several meetings with e.g. Ambassador of South Korea Lee Kyung-soo, Ambassador of Peru and other VIPs of Associations, Ministries and companies.

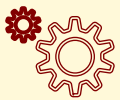




## 25th anniversary of the Savings Banks Foundation for International Cooperation

6<sup>th</sup> September 2017 – Visit of the Parliamentary State Secretary Hans-Joachim Fuchtel BMZ, and discussion on topics of ITPO Germany and attendance to the event 25<sup>th</sup> anniversary of the Savings Banks Foundation for International Cooperation Sparkassen. Sparkassen were first introduced in Germany some 200 years ago as microfinance institutions for low-income earner. Since then they have evolved into one of the largest financial groups in the world successfully combining a high level professionalism with a strong mandate. As Saving Banks Foundation for International

Cooperation it is the mission to pass this experience to partners in developing countries and emerging economies. The Foundation is engaged in Africa, Latin America, Central Asia, Southeast Asia and Caucasus since 1992. The Foundation's partner institutions essentially target small and medium-sized enterprises (SME), to generate jobs and income or provide services to the broad population. The Chairman of the Foundation welcomed among others the Head of UNIDO ITPO Germany.



## GMIS Roadshow, Global Manufacturing and Industrialization Summit GMIS, Dresden

5<sup>th</sup> – 6<sup>th</sup> October 2017 - The main objective of the mission was the participation at the Roadshow on the Global Manufacturing and Industrialization Summit, GMIS and the meeting with Mr. Beuthner, Head of Division at the Chamber of Commerce & Industry, Dresden, Germany (IHK Dresden). Please find attached to this report the finalized programme and the welcome speech of the Head of UNIDO ITPO Bonn Office. According to a study commissioned by KfW Group, around 80% of German SMEs have invested in digital projects over the past three years, but the scope of these projects is limited. That is, the projects being implemented do not take full advantage of the potential of digitization. Moreover, less than 20% of German SMEs have become digital leaders; they will need to invest heavily in digital solutions if they are to change this trend. Concerns have also been expressed by some international scholars, who in reference to Germany's manufacturing SMEs, assert that "the smaller the SMEs are, the higher the risk that they will become victims instead of beneficiaries of this [technological] revolution".

There is reason for concern in this regard, as it is usually quite challenging for SMEs to come up with the necessary investment capital for high-technology investments. Yet digital solutions can also increase control over value chains within and across companies, and their implementation could subsequently result in important productivity gains. It is expected that increasing digitization will lower labour requirements, thus increasing the rate of unemployment in the manufacturing sector. It is therefore crucial to assess current employees' skills and qualifications and adapt these as their companies become increasingly digitized.

Moreover, SMEs have usually smaller R&D budgets at their disposal. However, due to their agility and ability to turn new technologies into creative products and services quickly, cooperation with them can prove extremely useful for the large companies disposing of much greater financial

capabilities to fund upcoming new technologies. Also, SMEs can help to diversify OEM base technologies into customized end-products. Cooperation and synergies between SMEs and OEMs are thus at the centre of business generation.

In Germany, education, R&D, SMEs, large OEMs and local governments as well as regulatory bodies work very closely together. Within this context, Germany is focused on fostering local and global cooperation simultaneously to an extent much greater than ever before. Germany is also a leading light in promoting "Industry 4.0", which is a digital agenda programme for the manufacturing industry. This GMIS event is jointly organized by the Free State of Saxony, the Saxony Economic Development Corporation.

(WFS), GLOBALFOUNDRIES and the United Nations Industrial Development Organization (UNIDO). It aims to convene an interactive panel to discuss the potential impact of digitization on SMEs, with the focus on skills development, integration of SMEs into global production structures and especially through the prism of the "Fourth Industrial Revolution" (4IR), value chains and new production technologies, materials and processes. Moreover, the interactive discussion is expected to determine if increasing cooperation with the OEMs brings more chances or challenges for SMEs.

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## Introducing company BOREAL Light GmbH

1<sup>st</sup> November 2017 - Visit and meeting with CEO

Up on recommendation of UNIDO ITPO Italy we became aware of an innovative start-up company BOREAL Light GmbH, Berlin, Germany, The Executive Manager of Boreal Light GmbH, Dr. Hamed Beksheshi, Iran, introduced a special designed solar water desalination system which is called "Planet-Center ASW/ABW".

The system is a robust outdoor water desalination system able to produce drinking water directly from high saline seawater and brackish water resources. It is designed to perform under difficult and harshest conditions of remote parts of the world. It provides up to 650 litres of pure potable water per hour. The company, supported by the German

GIZ, is already active in countries as Kenya, Tanzania and Uganda. The concept behind is to have an independent off-grid system capable of working outdoor for long time with lowest possible maintenance services. The machine offers an opportunity to being easily installed wherever access to water and electricity is a concern. While producing clean water, the system offers low current DC charging possibility for up to 10 devices at a time. That, for people in rural areas means the solar water desalination system provides for them both safe drinking water and reliable electricity to keep being connected to the world. To sum up in brief outlines: user-friendly, long life RO membrane 3-5 years, fully automated, robust design, powered by solar energy, designed for low-income communities.



## MoU with AWE Agentur für Wirtschaft & Entwicklung

Meeting with the CEO of Agentur für Wirtschaft & Entwicklung, AWE, Dr. Corinna Franke-Wöller and the Senior Manager Dr. Peter Ludemann. The following topics have been discussed intensively:

- » COP 23;
- » MoU between AWE and UNIDO ITPO Germany;
- » Cooperative companies e.g. ELPRO, wind energy, German start-up companies, Braun;
- » Programme and background information on the Sino-German Forum taking place on 13 November 2017 in Munich, Germany, new partnership for sustainable development. Sino-German trilateral and private section cooperation, Munich, Germany and Dr. Franke-Wöller as key note speaker.



Visit of the Ambassador of Nigeria, H.E. Yusuf M. Tuggar. The following items have been discussed with H.E. Yusuf M. Tuggar:

- » H.E.'s participation to the Sino-German Forum on 13 November 2017 in Munich, Germany;
- » ITPO Nigeria;
- » Further cooperation between German SME and Nigerian companies, technology transfers, common objectives;

- » The political situation in Germany after the national wide election: Jamaika coalition, special situation and trends within the parties, CDU, CSU, Green Party, Liberal Party, AfD, SPD, the lefties, possible ministers and vice ministers;
- » The political situation in Nigeria: Boko Haram, government, situation of refugees.



Meeting with the representatives of the Federal Ministry for Economic Cooperation and Development, BMZ, Mr. Supp, Head of Division China and Asia and Ms. Sörensen, Official Advisor, China. We discussed exclusively the forthcoming Forum organized by BMZ, ZNE and UNIDO ITPO Germany. The draft of the speech of Minister Mueller, welcome address, the role of the key notes given by the representatives of UNIDO Headquarters, Ms. Lucia Cartini, Mr. W. Gong within the programme. Participants from the private sector, research institutions (think tanks), policy associations, trilateral cooperation within the context of the Marshal Plan with Africa and the Concept with Africa, the role of GIZ and KfW/DEG and the Agentur fuer Wirtschaft und Entwicklung, AWE, formalities as programme, reception, arrival and departures, session of the so called 'commission' between the MOFCOM and BMZ.





## United Nations Day 2017 Bonn

14<sup>th</sup> October 2017 - ITPO Germany participated for the first time in the yearly event United Nations Day taking place in the Bonn market place with the participation of 20 UN organizations. According to the City's observations and statistics more than 20.000 people attended the UN Day manifestations between 10.00 a.m. and 06.00 p.m., a very respectable turnout once again.

**VEREINTE NATIONEN.  
UNITED NATIONS.  
NATIONS UNIES.  
BONN.**

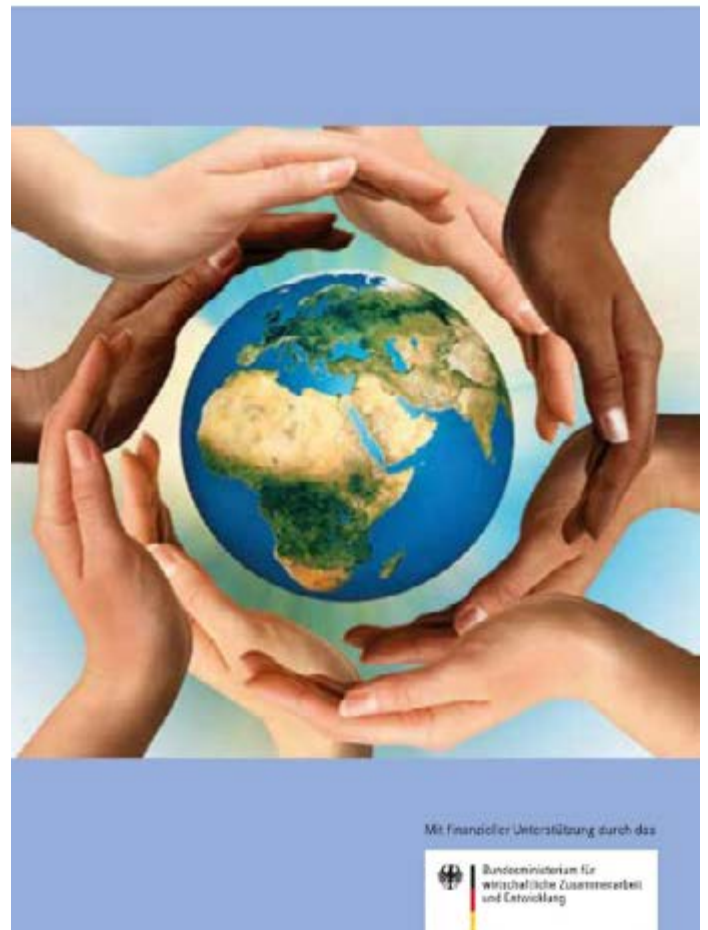
**Tag der Vereinten Nationen**

**Gemeinsam für das Klima –**

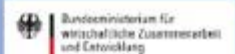
**Handeln und Verhandeln in Bonn!**

**Samstag, 14. Oktober 2017, 11.30 bis 18 Uhr**

**Bonner Markt vor dem Alten Rathaus**



Mit finanzieller Unterstützung durch das



Bundesministerium für  
Wirtschaftliche Zusammenarbeit  
und Entwicklung

## **Sino-German Forum, Munich, 13 November 2017**

The Sino-German Forum “New Partnership for Sustainable Development” was successfully held in Munich/ Germany on 13 November 2017. It was hosted by German Federal Ministry for Economic Cooperation and Development (BMZ), and co-organized by UNIDO’s Investment and Technology Promotion Office (ITPO) in Germany and the Sino-German Center for Sustainable Development (CSD).

The one-day forum brought together policy makers, business representatives, research institutions, as well as implementing organizations from China, Germany and international organizations to exchange views on ‘development cooperation and business engagement in

sustainable development, and to discuss the future direction of cooperation under the framework of the CSD’ represented by Ms. Liang Hong, the Deputy Director General of the Department of International Trade and Economic Affairs in the Ministry of Commerce of China.

UNIDO contributed to the debate by presenting various examples on how to engage the private sector to mobilize sustainable technologies and investment through the services of the ITPO Network, including in Africa, as well as its approach to promote south-south and triangular cooperation.





3



# Way Forward

ITPO Germany is now a functioning and integral part of the UNIDO Network of ITPOs, with a fully equipped and staffed office located on the UN Campus in Bonn.

In the coming years, ITPO Germany will align with the development priorities of BMZ and complement the efforts of the German Government to promote investment and technologies with a sustainable development impact towards developing countries through the mobilization of knowhow, expertise, technology and capital from Germany.

In order to achieve these goals, ITPO Germany will offer a wide range of services to foreign and domestic companies and technology suppliers including:



Intensifying interaction and cooperation with the UNIDO ITPO Network to carry out investment promotion and technology transfer projects;



Closely interacting with other UN agencies in the UN Campus in Bonn to implement joint initiatives/projects/events to promote sustainable development.



Establishing a data bank of local firms expressing interest in investing in developing countries;



Assisting enterprises from Germany and from developing countries in the identification, evaluation and negotiation of joint investment projects, including the organization of B2B meetings;



Carrying out surveys on industrial sectors in selected developing countries and developing a portfolio of investment opportunities for promotion among the German business community;



Organizing investment related events, B2B and B2G events, business missions to support match-making



Identifying and hosting delegates from Investment Promotion Agencies and other Business Development Organizations in developing countries for on-the-job training;



Providing policy advice to developing countries based on Germany's experience in policy-making towards the manufacturing sector;



Establishing a data bank of local suppliers of sustainable technologies and knowhow and verifying usefulness for application in developing countries;



Providing information and advice to interested parties in Germany and in developing countries regarding opportunities for transfer of technology and knowhow;



Organizing seminars, workshops, and study tours to promote sustainable technologies to potential beneficiaries;



Participating in national and international technology fairs with business delegations;



Carrying out targeted activities to promote women's entrepreneurship in developing countries;





UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

**Department of Trade, Investment and Innovation (TII)**

Investment and Technology Promotion Office (ITPO) in Germany

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